

**FIG. 2**

	RISK ASSESSMENT COMPONENT	IMPORTANCE VALUE	MAXIMUM SCORE	ACTUAL SCORE	POTENTIAL WEIGHTED SCORE	ACTUAL WEIGHTED SCORE	RISK LEVEL
		28	30	32	34	36	38
24	RISK FACTOR CATEGORY 1						
26	1 RISK FACTOR 1.1	10	10	9	100	90	LOW
	2 RISK FACTOR 1.2	10	10	9	100	90	LOW
	3 $\vdots$	10	10	8	100	80	LOW
	4 RISK FACTOR 1.n	10	10	7	100	70	MEDIUM
24	RISK FACTOR CATEGORY 2						
26	5 RISK FACTOR 2.1	10	10	6	100	60	MEDIUM
	6 RISK FACTOR 2.2	9	10	6	90	54	MEDIUM
	7 $\vdots$	9	10	7	90	63	MEDIUM
	8 RISK FACTOR 2.n	8	10	7	80	56	MEDIUM
24	RISK FACTOR CATEGORY N						
26	RISK FACTOR N.1						
	$\vdots$						
	RISK FACTOR N.n						
40	PROJECT PERCENTAGE RISK	X%					

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FIG. 3A

LEADERSHIP — 24a

26a {

1	CxO VISION AND COMMITMENT	10	10	9	100	90	LOW
2	EXECUTIVE SPONSOR COMMITMENT	10	10	9	100	90	LOW
3	CORPORATE MANAGEMENT OF COMPANY ACTIONS IN PROGRESS	10	10	8	100	80	LOW
4	END USER INVOLVEMENT, BUY-IN, AND COMMITMENT	10	10	7	100	70	MEDIUM

FIG. 3B

CHANGE MANAGEMENT — 24b

26b {

5	CHANGE MANAGEMENT AND CULTURE CHANGE PLANS CAPABILITY	9	10	8	90	72	LOW
6	LINKAGE OF PROJECT TO COMPENSATION (ACCOUNTABILITY)	9	10	8	90	72	LOW
7	ABILITY TO DRIVE TOP-DOWN CHANGE	9	10	6	90	54	MEDIUM
8	CLARITY OF ROLES AND RESPONSIBILITIES	8	10	7	80	56	MEDIUM
9	COMMITMENT TO TRAIN ALL PARTIES	8	10	5	80	40	HIGH
10	ORGANIZATION DESIGN AND INTERNAL ALIGNMENT	7	10	7	70	49	MEDIUM
11	CORPORATE CULTURE OF RIGOR AND DISCIPLINE	7	10	3	70	21	HIGH

FIG. 3C

RESOURCE MANAGEMENT — 24c

26c {

12	STAFF COMPETENCY	9	10	8	90	72	LOW
13	EXECUTIVE SPONSOR SUPPORT BY CxO	9	10	6	90	54	MEDIUM
14	ADEQUATE PROJECT RESOURCES, STAFFING	8	10	5	80	40	HIGH
15	ADEQUATE PROJECT PLANNING SKILLS	8	10	5	80	40	HIGH
16	KEY EMPLOYEE TURNOVER (HISTORICAL AND CURRENT)	7	10	6	70	42	MEDIUM

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FIG. 3D

SCOPE MANAGEMENT ~ 24d

26d {

17	UNDERSTANDING OF COMPREHENSIVE BR PLAN	10	10	6	100	60	MEDIUM
18	EXPECTATIONS ON WHAT THE SOLUTION WILL DO/NOT DO	9	10	6	90	54	MEDIUM
19	SPECIFICATIONS AND WORKFLOWS DEFINITIONS	9	10	7	90	63	MEDIUM
20	TEAM VISION, STRATEGY AND OBJECTIVES	8	10	7	80	56	MEDIUM

FIG. 3E

TECHNOLOGY MANAGEMENT ~ 24e

26e {

21	DATA INTEGRITY	8	10	8	80	64	LOW
22	SOLUTION MATURITY	8	10	8	80	64	LOW
23	CUSTOMIZATION PLAN UNDERSTANDING/ACCEPTANCE	8	10	5	80	40	HIGH
24	INTEGRATION CHALLENGES	7	10	9	70	63	LOW
25	HARDWARE COMMITMENT/AVAILABILITY	7	10	8	70	56	LOW

FIG. 3F

IMPLEMENTATION MANAGEMENT ~ 24f

26f {

26	TEAM COMMITMENT TO VALUE ASSURANCE PROCESS	9	10	5	90	45	HIGH
27	PROVEN BUDGET ADHERENCE ABILITY	8	10	8	80	64	LOW
28	WELL PLANNED SOLUTION REVIEW AND DOCUMENTATION SCHEDULE	8	10	8	80	64	LOW
29	PROJECT TEAM AND CLIENT WIDE COMMUNICATION	8	10	8	80	64	LOW
30	PROVEN SCHEDULE ADHERENCE ABILITY	7	10	9	70	63	LOW

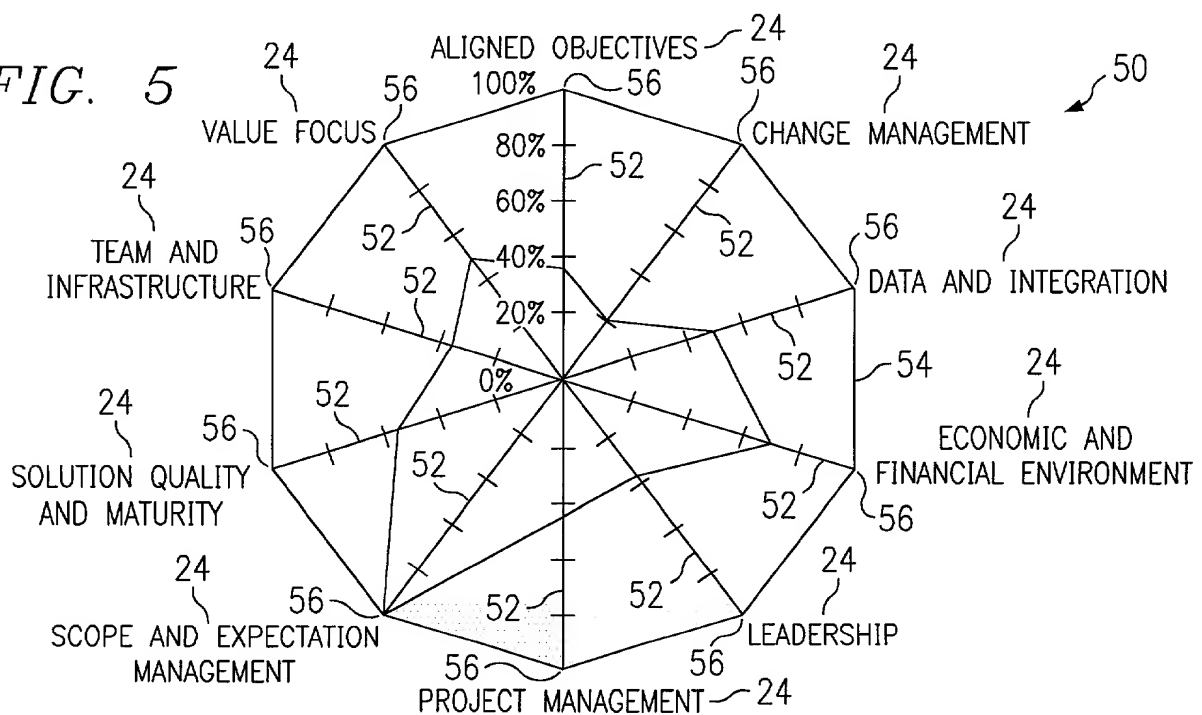
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FIG. 4

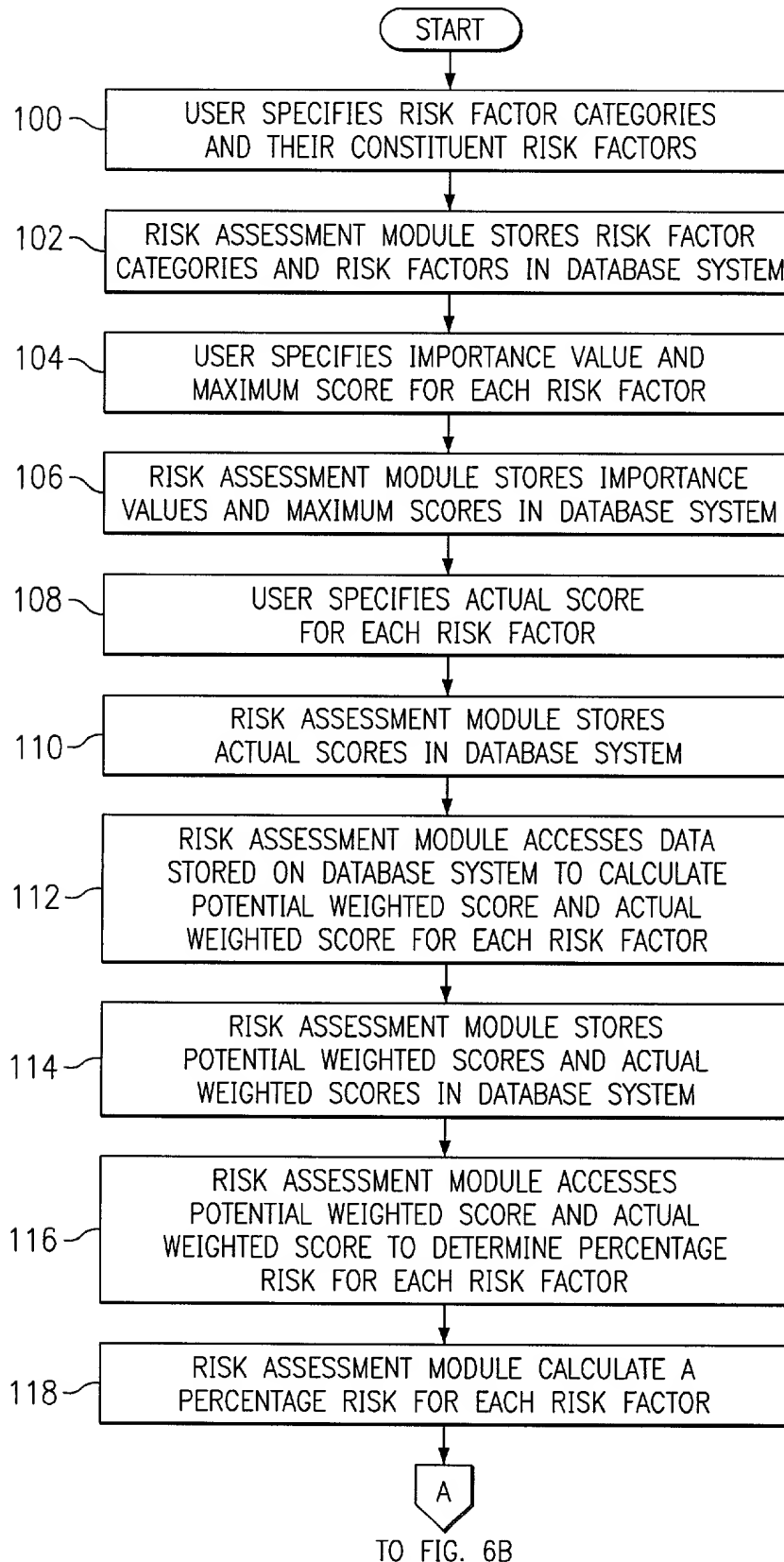
RISK FACTOR CATEGORIES		44a CATEGORY ACTUAL SCORE	44b CATEGORY MAXIMUM SCORE	44c CATEGORY PERCENTAGE RISK
1	ALIGNED OBJECTIVES	50	130	38%
2	CHANGED MANAGEMENT	90	360	25%
3	DATA AND INTEGRATION	190	360	53%
4	ECONOMIC AND FINANCIAL ENVIRONMENT	80	110	73%
5	LEADERSHIP	115	280	41%
6	PROJECT MANAGEMENT	155	350	44%
7	SCOPE AND EXPECTATION MANAGEMENT	220	220	100%
8	SOLUTION QUALITY AND MATURITY	160	280	57%
9	TEAM AND INFRASTRUCTURE	285	730	39%
10	VALUE FOCUS	150	290	52%

FIG. 5



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FIG. 6A



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FROM FIG. 6A

FIG. 6B

